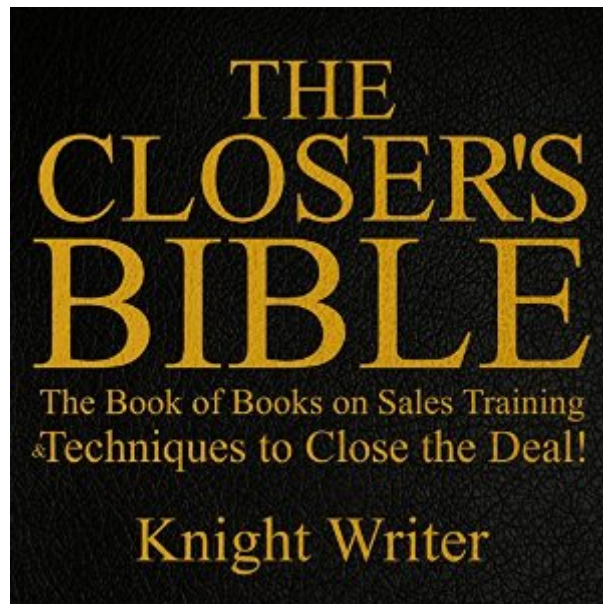


The book was found

The Closer's Bible: The Book Of Books On Sales Training & Techniques To Close The Deal!



Synopsis

You are not paid to sell. You are paid to close. Your ability to turn an "I need to think about it" into a "Yes" will determine your job security, promotion worthiness, and most importantly your paycheck! The Closer's Bible is necessary material for all professional salespeople. A resource you can refer back to every time you need a refresher on a specific topic or a new word track for an objection. This book exposes the exact word tracks you need to know in order to overcome all objections ranging from "The payments are too high" to "I need to talk it over with my wife", and then dives deeper explaining psychology, body language, and vocal tonality. The Closer's Bible is a weapon which will broaden and sharpen your closing arsenal.

Book Information

Audible Audio Edition

Listening Length: 5 hours and 34 minutes

Program Type: Audiobook

Version: Unabridged

Publisher: Knight Writer

Audible.com Release Date: August 11, 2016

Language: English

ASIN: B01K4TGW8K

Best Sellers Rank: #70 in Books > Audible Audiobooks > Business & Investing > Marketing & Sales #132 in Books > Business & Money > Marketing & Sales > Sales & Selling

Customer Reviews

This book is all about closing. It doesn't talk about other parts of the sales process so if you are new in the field you will need to read other material as well, but this is the best book I've read on how to close deals.

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Technique Guide on How to Overcome Objections and Close Deals Over the Phone (Outbound Sales Call) Dog Training: A Step-by-Step Guide to Leash Training, Crate Training, Potty Training, Obedience and Behavior Training Close the Deal: The Sandler Sales Institute's 7 Step System for Successful Selling Vacation Ownership Sales Training: The One-on-One Successful Training Guide for the First Year of Timeshare Sales Cyberbullying: Deal with it and Ctrl Alt Delete it (Lorimer Deal With It) Gaming: Deal with it before it outplays you (Lorimer Deal With It) Deal Terms: The Finer Points of Venture Capital Deal Structures, Valuations, Term Sheets, Stock Options and Getting Deals Done (Inside the Minds) Close That Sale!: The 24 Best Sales Closing Techniques Ever Discovered The Louisiana Purchase: Would You Close the Deal? (What Would You Do? (Enslow)) Trick Training for Cats: Smart Fun with the Clicker (Bringing You Closer) The Human Body Close-Up (Close-Up (Firefly)) The Natural World Close-Up (Close-Up (Firefly)) Understanding Close-Up Photography: Creative Close Encounters with Or Without a Macro Lens Bees Up Close (Minibeasts Up Close) The Sales Bible, New Edition: The Ultimate Sales Resource The Conversion Code: Capture Internet Leads, Create Quality Appointments, Close More Sales Sales: Master The Art of Selling - Networking, Time Management & Communication (Productivity, Close the Sale, Goal Setting, Charisma, Influence People, Trump, Cold Calling)

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